



**GENERAL SERVICES ADMINISTRATION  
FEDERAL ACQUISITION SERVICE  
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**

**CONSOLIDATED SOLICITATION  
FSC GROUP CORP**

**CONTRACT NUMBER:  
GS-10F-0297L**

**Walter R. McDonald & Associates, Inc.  
2111 Wilson Blvd., Suite 748  
Arlington, VA 22201  
Phone: (703) 347-5084 Fax: (301) 881-0096  
Contract Administrator: Bobbie Boykin  
bboykin@wrma.com**

Pricelist current through PA-0026, dated April 13, 2016.

**PERIOD COVERED BY CONTRACT:  
June 15, 2011 through June 14, 2021**

**Business Size:  
Woman Owned Small Business**

*On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through GSA Advantage!™, a menu-driven database system. The INTERNET address for GSA Advantage!™ is: <http://www.GSAAdvantage.gov>.*

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**CUSTOMER INFORMATION:**

**1a. Table of Awarded Special Item Numbers with appropriate cross-reference to page numbers:**

SIN	Recovery	SIN Description
874-1	874-1RC	Integrated Consulting Services
874-7	874-7RC	Integrated Business Program Support Services

- 1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.**
- 1c. If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate "Not applicable" for this item.**
- 2. Maximum Order:** *\$1,000,000.00*
- 3. Minimum Order:** *\$100.00*
- 4. Geographic Coverage (delivery Area):** *FOB Destination, Domestic and Overseas delivery*
- 5. Point(s) of production (city, county, and state or foreign country):** *Same as company address*
- 6. Discount from list prices or statement of net price:** *Government net prices (discounts already deducted). See Attachment.*
- 7. Quantity discounts:** *None Offered*
- 8. Prompt payment terms:** *Net 30 days*
- 9a. Notification that Government purchase cards are accepted up to the micro-purchase threshold:** *Yes*
- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** *Contact Contractor*
- 10. Foreign items (list items by country of origin):** *None*
- 11a. Time of Delivery (Contractor insert number of days):** *Specified on the Task Order*
- 11b. Expedited Delivery. The Contractor will insert the sentence "Items available for expedited delivery are noted in this price list." under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery:** *Contact Contractor*
- 11c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery:** *Contact Contractor*

- 11d. Urgent Requirements.** The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery: *Contact Contractor*
- 12. F.O.B Points(s):** *Destination*
- 13a. Ordering Address(es):** *Same as Contractor*
- 13b. Ordering procedures:** *For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).*
- 14. Payment address(es):** *Same as company address*
- 15. Warranty provision.:** *Contractor’s standard commercial warranty.*
- 16. Export Packing Charges (if applicable):** *N/A*
- 17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** *Contact Contractor*
- 18. Terms and conditions of rental, maintenance, and repair (if applicable):** *N/A*
- 19. Terms and conditions of installation (if applicable):** *N/A*
- 20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** *N/A*
- 20a. Terms and conditions for any other services (if applicable):** *N/A*
- 21. List of service and distribution points (if applicable):** *N/A*
- 22. List of participating dealers (if applicable):** *N/A*
- 23. Preventive maintenance (if applicable):** *N/A*
- 24a. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants:** *N/A*
- 24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contactor’s website or other location.) The EIT standards can be found at:** [www.Section508.gov/](http://www.Section508.gov/).
- 25. Data Universal Numbering System (DUNS) number:** *152149191*
- 26. Notification regarding registration in System for Award Management (SAM) database:** *Registered: Cage Code 3FETI*

**27. GSA Pricing:**

<b>SINs</b>	<b>Labor Categories</b>	<b>Year 15 06/15/15 - 06/16/16</b>	<b>Year 16 06/15/16 - 06/14/17</b>	<b>Year 17 06/15/17 - 06/14/18</b>	<b>Year 18 06/15/18 - 06/14/19</b>	<b>Year 19 06/15/19 - 06/14/20</b>	<b>Year 20 06/15/20 - 06/14/21</b>
874-1 & 874-7	Principal Investigator/Project Director	\$244.83	\$249.73	\$254.72	\$259.82	\$265.01	\$270.31
874-1 & 874-7	Senior Research Associate	\$183.55	\$187.22	\$190.97	\$194.78	\$198.68	\$202.65
874-1 & 874-7	Research Associate	\$141.99	\$144.83	\$147.73	\$150.68	\$153.69	\$156.77
874-1 & 874-7	Research Assistant	\$96.13	\$98.05	\$100.01	\$102.01	\$104.05	\$106.14
874-1 & 874-7	Writer/Editor	\$91.30	\$93.13	\$94.99	\$96.89	\$98.83	\$100.80
874-1 & 874-7	Report Production Staff	\$60.34	\$61.55	\$62.78	\$64.03	\$65.31	\$66.62
874-1 & 874-7	Senior Management Consultant	\$293.20	\$293.20	\$299.06	\$305.04	\$311.15	\$317.37
874-1 & 874-7	Business Systems Analyst IV	\$195.47	\$195.47	\$199.38	\$203.36	\$207.43	\$211.58
874-1 & 874-7	Senior Subject Matter Expert	\$192.19	\$192.19	\$196.04	\$199.96	\$203.96	\$208.03
874-1 & 874-7	Business Systems Analyst III	\$175.92	\$175.92	\$179.44	\$183.03	\$186.69	\$190.42
874-1 & 874-7	Program Manager	\$150.91	\$150.91	\$153.93	\$157.01	\$160.15	\$163.35
874-1 & 874-7	Subject Matter Expert	\$141.71	\$141.71	\$144.55	\$147.44	\$150.39	\$153.39
874-1 & 874-7	Project Manager	\$135.93	\$135.93	\$138.65	\$141.42	\$144.25	\$147.13
874-1 & 874-7	Technical Analyst III	\$135.90	\$135.90	\$138.62	\$141.39	\$144.22	\$147.10
874-1 & 874-7	Business Systems Analyst II	\$130.86	\$130.86	\$133.48	\$136.15	\$138.87	\$141.65
874-1 & 874-7	Technical Analyst II	\$126.33	\$126.33	\$128.86	\$131.43	\$134.06	\$136.74
874-1 & 874-7	Business Systems Analyst I	\$93.72	\$93.72	\$95.59	\$97.50	\$99.45	\$101.44
874-1 & 874-7	Technical Writer III	\$79.59	\$79.59	\$81.19	\$82.81	\$84.47	\$86.15
874-1 & 874-7	Technical Writer II	\$65.95	\$65.95	\$67.27	\$68.61	\$69.99	\$71.39

**SCA MATRIX**

<b>SCA Eligible Category</b>	<b>SCA Equivalent Code Title</b>	<b>WD Number</b>
<b>Report Production Staff</b>	<b>01313-Secretary III</b>	<b>05-2055</b>
The Service Contract Act (SCA) is applicable to this contract and it includes SCA applicable labor categories. The prices for the cited SCA labor categories are based on the U.S. Department of Labor WD Number(s) identified in the SCA matrix. The prices offered are based on the preponderance of where work is performed and should the Contractor perform in an area with lower SCA rates, resulting in lower wages being paid, the task order prices will be discounted accordingly.		

## **LABOR CATEGORY DESCRIPTIONS**

### **PRINCIPAL INVESTIGATOR/PROJECT DIRECTOR**

***Functional Responsibilities:***

Includes our most senior project staff members. Each has served as project manager or principal investigator for multiple studies and/or planning efforts that have been comprehensive, challenging and complex in nature. Each has a national track record for their work in their respective fields and each is a true professional in the broadest use of that term. They would all receive extremely high marks in your general requirements for all classifications and are known for their abilities to resolve complex problems and issues. Extensive experience in working with the executive staffs of public and private agencies, through formal training programs and staff development workshops, to improve the executive's program management and administration capabilities.

***Minimum Education:***

Master's degree or higher

***Minimum Experience:***

20 years

### **SENIOR RESEARCH ASSOCIATE**

***Functional Responsibilities:***

Includes very senior project staff members. Each has served as project manager or principal investigator for multiple studies and/or strategic planning efforts that have been comprehensive and complex. Each has a proven track record in their professional and technical fields and each has excellent written and oral communications skills.

***Minimum Education:***

Master's degree or higher- may be substituted for relevant work experience in lieu of education.

***Minimum Experience:***

15 years

### **RESEARCH ASSOCIATE**

***Functional Responsibilities:***

All have served as a project manager or principal investigator for studies and/or planning efforts for State and/or Federal government service organizations. All have advanced degrees and effective written and oral communications skills. The major difference between the personnel categories described previously and this category of personnel are the number of years of experience and the fact that our most senior staff members have had more exposure to very complex and challenging projects.

***Minimum Education:***

Master's Degree or Equivalent experience in program evaluation or relevant field – may be substituted for relevant work experience in lieu of education.

***Minimum Experience:***

10 years

### **RESEARCH ASSISTANT**

***Functional Responsibilities:***

All of these staff have project management experience but on less complex and challenging projects. All of these staff are also well versed in their respective programmatic or technical fields and each has demonstrated their ability to provide effective MOBIS. In addition, all of the staff included in this category have effective written and oral communications skills and, like all of the previous categories of staff, each has proven that they can establish and maintain effective working relationships with user departments, administrative officials, and employees of client organizations.

***Minimum Education:***

Bachelor's degree or higher- may be substituted for relevant work experience in lieu of education.

***Minimum Experience:***

5 years

#### **WRITER/EDITOR**

***Functional Responsibilities:***

Staff in this category are well versed in the design, writing and preparation of reports and communications materials and each has served in that capacity on WRMA projects that have produced reports for the United States Congress and/or State legislatures; for other Federal, State and local officials, and for national associations and foundations.

***Minimum Education:***

Bachelor's degree or higher- may be substituted for relevant work experience in lieu of education.

***Minimum Experience:***

5 years, at least 3 or more years performing editing services

#### **REPORT PRODUCTION STAFF**

***Functional Responsibilities:***

Staff in this category are well versed in the design, writing and preparation of reports and communications materials and each has served in that capacity on WRMA projects that have produced reports for the United States Congress and/or State legislatures; for other Federal, State and local officials, and for national associations and foundations.

***Minimum Education:***

Bachelor's degree or higher- may be substituted for relevant work experience in lieu of education.

***Minimum Experience:***

4 years, at least 3 or more years performing editing services

#### **SENIOR MANAGEMENT CONSULTANT**

***Functional Responsibilities:***

Has experience leading large and/or complex project teams. Responsible for planning and delivering the service requirements for the client, supervising the performance of those services, providing advice and counsel, and overall quality control and oversight.

***Minimum Education:***

Master's degree or higher- may be substituted for relevant work experience in lieu of education.

***Minimum Experience:***

15 years

#### **BUSINESS SYSTEMS ANALYST IV**

***Functional Responsibilities:***

Has experience planning, coordinating, and managing activities for electronic data processing, information systems, systems analysis, and computer programming. Staff is familiar with managing the daily operations of system information projects, analyzing workflow, establishing priorities, developing standards and setting deadlines.

***Minimum Education:***

Bachelor's degree or higher- may be substituted for relevant work experience in lieu of education.

***Minimum Experience:***

12 years

#### **SENIOR SUBJECT MATTER EXPERT**

***Functional Responsibilities:***

Has experience developing and directing others in planning and delivering of the relevant set of functional and management services. Expert in the use of relevant analytical, methodological, and management tools needed to organize, perform, and deliver the services being provided.

***Minimum Education:***

Master's degree or higher- may be substituted for relevant work experience in lieu of education.

***Minimum Experience:***

15 years



### **BUSINESS SYSTEMS ANALYST III**

***Functional Responsibilities:***

Has experience analyzing science, engineering, business, and data processing for application to electronic data processing systems. Staff is familiar with user requirements, procedures, and problems to automate or improve existing systems and review computer system capabilities, workflow, and scheduling limitations.

***Minimum Education:***

Bachelor's degree or higher- may be substituted for relevant work experience in lieu of education.

***Minimum Experience:***

8 years

### **PROGRAM MANAGER**

***Functional Responsibilities:***

Has served as a project manager or principal investigator for multiple studies and/or strategic planning efforts that have been comprehensive and complex. Acts as a leader in the development, operation, budgeting, scheduling, and technical performance of client deliverables.

***Minimum Education:***

Master's degree or higher- may be substituted for relevant work experience in lieu of education.

***Minimum Experience:***

10 years

### **SUBJECT MATTER EXPERT**

***Functional Responsibilities:***

Has experience developing and directing others in planning and delivering the relevant set of functional and management services. Expert in the use of relevant analytical, methodological, and management tools needed to organize, perform, and deliver the services being provided.

***Minimum Education:***

Master's degree or higher- may be substituted for relevant work experience in lieu of education.

***Minimum Experience:***

10 years

### **PROJECT MANAGER**

***Functional Responsibilities:***

Has participated in the project management of or acted as a principal investigator for studies and/or planning efforts for State and/or Federal government service organizations. As the primary quality control for projects, they supervise project staff, establish priorities within the project and act as the first point of contact for the client.

***Minimum Education:***

Master's degree or higher- may be substituted for relevant work experience in lieu of education.

***Minimum Experience:***

5 years

### **TECHNICAL ANALYST III**

***Functional Responsibilities:***

Has experience designing, developing, and modifying complex computer applications, software, or specialized data base programs. Staff is familiar with analyzing user needs and developing software solutions. Designs software or customize software for client use. May analyze and design databases within an application area, working individually or coordinating database development as part of a team.

***Minimum Education:***

Bachelor's degree or higher- may be substituted for relevant work experience in lieu of education.

***Minimum Experience:***

8 years

## **BUSINESS SYSTEMS ANALYST II**

### ***Functional Responsibilities:***

Has experience providing complex management and information technology consulting services to clients. Staff is familiar with project management tools and methodologies.

### ***Minimum Education:***

Bachelor's degree or higher- may be substituted for relevant work experience in lieu of education.

### ***Minimum Experience:***

5 years

## **TECHNICAL ANALYST II**

### ***Functional Responsibilities:***

Has experience convert project specifications and statements of problems and procedures to detailed logical flow charts for coding into computer language. Develop and write computer programs to store, locate, and retrieve specific documents, data, and information.

### ***Minimum Education:***

Bachelor's degree or higher- may be substituted for relevant work experience in lieu of education.

### ***Minimum Experience:***

5 years

## **BUSINESS SYSTEMS ANALYST I**

### ***Functional Responsibilities:***

Has experience providing complex management and information technology consulting services to clients. Staff is familiar with project management tools and methodologies.

### ***Minimum Education:***

Bachelor's degree or higher- may be substituted for relevant work experience in lieu of education.

### ***Minimum Experience:***

2 years

## **TECHNICAL WRITER III**

### ***Functional Responsibilities:***

Has experience preparing correspondence, schedules, assists in the preparation of presentation graphics, and support the development of contract deliverables and reports by developing and updating graphic presentations to improve the quality and enhance the usability of the document.

### ***Minimum Education:***

Bachelor's degree or higher- may be substituted for relevant work experience in lieu of education.

### ***Minimum Experience:***

8 years

## **TECHNICAL WRITER II**

### ***Functional Responsibilities:***

Has experience preparing correspondence, schedules, assists in the preparation of presentation graphics, and support the development of contract deliverables and reports by developing and updating graphic presentations to improve the quality and enhance the usability of the document.

### ***Minimum Education:***

Bachelor's degree or higher- may be substituted for relevant work experience in lieu of education.

### ***Minimum Experience:***

5 years

**WRMA Labor Category Substitution Chart**

2 years additional experience	Equals	Bachelors Degrees
6 years additional experience	Equals	Masters Degree
8 years additional experience	Equals	Ph.D